



OFFICE OF LT. GOVERNOR BECKY SKILLMAN

China Trade Mission Facts

Indiana stands to benefit greatly from an expanded relationship with China. Despite a strong standing relationship, there is ample opportunity for growth. All statistics from USDA's Foreign Ag Service.

- **Hoosier Exports:** Indiana ranks 9th among states in agriculture exports
 - In 2008, Indiana exported \$3.77 billion of food and agricultural products
 - Ag exports support 24,200 Hoosier jobs both on and off the farm
 - Ag exports also help boost farm prices and income
- **Existing Relationship:** China is the 4th highest importer of Hoosier ag goods, after Canada, Mexico, and Japan
 - In 2008, Indiana exported \$610 million in soybeans to China
 - \$29.1 million in poultry products
 - \$12.9 million in hardwood products
 - \$11.9 million in livestock products
- **Room for Growth:** China represents one of the greatest opportunities for growth in international ag trade
 - China's GDP will grow by 9.5% in 2010
 - Demand for ag goods, particularly meats, grains, and hardwoods is increasing rapidly
- **History of Success:** Past ag trade missions have led to both on-the-spot and long-term business deals for Hoosier companies
 - Lt. Gov. Skillman has led three agriculture trade missions, and Gov. Daniels economic development missions have had ag components as well
 - In Mexico 2008, La Cuenca Dairy, one of the largest dairy farms in Latin America, agreed to begin buying feed from Indiana
 - In 2007, Indiana became the first state to hold an Agriculture Investment Seminar in Japan, leading to at least five significant business leads for Hoosier farmers
 - Taiwan 2006: Two Indiana hardwood companies made on the spot deals while in Taiwan
 - Japan 2006: Indiana Packers Corporation (a Mitsubishi subsidiary) agreed to increase pork processing operations in Indiana, adding 125 jobs in Delphi
 - Costa Rica 2006: Clabber Girl, an Indiana company, made their first sale in Costa Rica

Lt. Governor Skillman oversees the Indiana Department of Agriculture, the Indiana Housing and Community Development Authority, the Office of Energy Development, the Office of Community and Rural Affairs, and the Office of Tourism Development.

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